

ARMIN BELLE

UNTERNEHMENSBERATUNG  
CONSULTANCY

AHB<sup>®</sup>  
Consultancy



"Patience, reason and time  
achieve the impossible."

Simon Dach, 1605-1659

***Business Consulting***  
***Customs Compliance***  
***Technology & Innovation***

***> HR Direct Recruiting <***  
***(Headhunting)***

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Dipl.-Ing. (FH), EUR ING, Electronic Engineering  
Major: Power Electronics

Independent Management and Technology Consultant

#### **Industry Sector**

Drives & Automation Technology  
for Global Machinery and Plant Engineering Industries

#### **Business Segments**

General Management in SMEs · Compliance  
Export Control Hands-on · US-(Re-)Export-Control  
Customs and Foreign Trade · Logistics · Technology & Innovation  
Monitoring of Foreign Trade and Preferential Audits  
Management & Strategy Consulting · HR Direct Recruiting  
Global Sales Marketing · Growth & Investments  
Solutions to Complex Problems · Change Management  
Lean Management and Business Processes  
Restructuring in Private Equity Environments  
Due Diligence and M&A Implementation

#### **Competence Profile**

More than 35 years of business and leadership experience in  
General Management, Sales & Marketing and Engineering  
from small to medium-sized family businesses to large  
multinational corporations.

#### Memberships

CKI Customs Knowledge Institute  
EFA European Forum for Foreign Trade Law, Customs and Excise e.V.  
EUREL Convention of National Associations of Electrical Engineers of Europe  
FEANI Fédération Européenne d'Associations Nationales d'Ingénieurs  
VDE Rhein-Main e.V.  
VDE Technical Societies ETG, GMA  
VDI Mittelhessen e.V.

**Industries and Markets**

Air & Space  
Elevators, Hoists, Cranes  
Energy  
Food & Beverage  
Glass, Stone, Wood Working  
Heating, Ventilation,  
Air Condition (HVAC)  
Material Handling  
Medical Equipment  
Oil & Gas  
Optics & Laser  
Packaging  
Photovoltaics  
Plastics  
Printing  
Semiconductor  
Solar  
Steel  
Textile  
Vacuum  
Water and Waste Water  
Wind Energy

**Products and Systems**

**Drives & Motion**

Inverters  
Servos  
Medium Voltage  
Micro Drives  
Motors and Gearboxes  
Robots  
Industrial & Collaborative

**Controls**

PLCs and NCs  
Machine Controllers  
Industrial Controllers  
HMIs  
I/O-Systems

**Sensors**

Encoders  
MEMS  
Proximity Switches  
Resolvers  
Counters

**Others**

Safety

**Leadership Functions**

Yaskawa Europe	General Manager Sales EMEA
Schleicher Electronic	President Sales Marketing
Huebner Berlin	Managing Director
Hengstler (Danaher)	Vice President Sales Europe
Danfoss Drives	International Sales Manager, Asia Pacific
RST Elektronik	Chief Technical and Operating Officer

**Global Network**

Consulting Partners ▪ Distributors ▪ System Integrators ▪ OEM Manufacturers